September 17, 1963

Dear Dick,

Please send me your new publication, from the beginning, and the cost of the subscription. The blurb I received was thrown out. Send me the new blurb, also.

Kindest regards,

From the desk of
ERIC P. NEWMAN

COIN wholesaler®

P. O. Box 333, SHAWNEE MISSION, KANSAS 66201

TELEPHONE: 913 722-1441

September 19, 1963

Mr. Eric P. Newman
Edison Brothers Stores, Inc.
400 Washington Avenue
Saint Louis 2, Missouri

Dear Eric:

Thank you for your request for information on my new publication, COIN WHOLESALER.

Enclosed is the brochure we sent out and volume 1, number 1.

I know your feelings in regard to coin dealers in general. However, after a years deliberation I felt that a trade publication was the only commercially feasible project to enter into that would succeed in the long run. I have not abandoned my other projects of a mail order correspondence course in numismatics or other publications --I have merely set them aside to start a trade publication.

I believe I learned a lot of lessons at Coin World in not protecting myself. So this time I am probably swinging overboard the other way -- we are copyrighted, we have the trademark registered, and the company is incorporated. So far I am trying to do it on my own money with my wife and myself as the only stockholders and my brother-in-law, who is a lawyer, as the registered agent and stockholder.

Until several weeks ago, I was ready to ask you for an article on ethics of dealers in there everyday business until I received a manuscript from Walter Breen on this very subject. Possibly you have read this article of Walter's on the ethics of dealers -- it's quite outspoken. Both Lee Hewitt and Elston Bradfield rejected it for their publications, however, I feel it is the type of thing we ought to run. Some dealers' ethics are quite satisfactory, but a great many of them in this field today need improvement.

I feel obligated in a trade publication to furnish dealers with information, but quite frankly I don't know how to change their ethics since this is such a personal thing.

Thank you for your interest in my new publication, by all means subscribe at the pre-publication price.

Very best personal regards.

Sincerely yours,

Dick

Dick Johnson,
Publisher-editor
COIN WHOLESALER

DJ:sj
enc.

COIN wholesaler®

P. O. Box 333, SHAWNEE MISSION, KANSAS 66201

TELEPHONE: 913 722-1441

September 26, 1963

Dear Eric:

I need a numismatic--legal opinion.

Walter wrote the enclosed article on dealer ethics. Both Lee Hewitt & Elston Bradfield rejected it as being to hot for the Scrapbook or The Numismatist.

It properly belongs in a trade publication -- to be read by dealers only. That's why I have it. I told Walter I would buy it to run in Coin Wholesaler. (Besides Walter is down to his last four dollars and I would like to help him out.)

I know I will step on some toes by publishing this article. But I need to know if any portion of it is libelous -- from a numismatic--legal standpoint.

Therefore, can you read this manuscript and fire it right back to me with your comment and suggestions if any?

Best personal regards.

Cordially,

Dick

ERIC P. NEWMAN NUMISMATIC EDUCATION SOCIETY

October 1, 1963

Mr. D. Wayne Johnson
P.O.Box 333
Shawnee Mission, Kansas

Dear Dick:

I am not an editor - you are. I think you would make a great mistake publishing "A Common Sense Look at Dealer Ethics" in its present form, regardless of libel problems.

There are parts which are usable, but other parts are not up to Walter's usual sparkle.

The comments on the TAMS committee are old hat. TAMS rejected its own committee's report and the ANA passed its own code. That makes many of Walter's comments like kicking a dead horse. You cannot print obsolete discussion and hold readers.

I think you should edit this text and if you are paying for it you have the right to. Walter will not like it, but that is a risk you should take.

It is unwise to needle Werner by letting the Ostheimer name be used - even if you change it to Zerbe. B. Max Mehl's name is smirched and since there is a company with that name that would cause irritation. The cracks about the Guide Book and Trends, whether true or part true, are uncalled for and will only get you in hot water. Yeoman and Bressett submitting to pressure from bad guys is not nice.

Two good editors already rejected the article. Can't you publish the best parts and edit them? You can tell your readers you have selected portions which are the most interesting, etc. Perhaps you have another person who will edit it for you.

I hope I have been of help. I am always glad to give you my thoughts. The manuscript is returned herewith.

Sincerely,

ENN/atb

COIN wholesaler®

P. O. Box 333, SHAWNEE MISSION, KANSAS 66201

TELEPHONE: 913 722-1441

October 2, 1963

Mr. Eric P. Newman
Edison Brothers Stores, Inc.
400 Washington Avenue
St. Louis 2, Missouri

Dear Eric:

Thank you for your opinion on the manuscript by Walter "A Commonsense Look At Dealer Ethics."

I greatly appreciate these comments, as they will help me in making a decision in regard to this manuscript.

If there is anything I can do for you, please let me know.

Again, many thanks!

Sincerely yours,

Dick

Dick Johnson,
Publisher-editor
COIN WHOLESALER

DJ:sj

Thank you sir!

December 4, 1963

Mr. D. Wayne Johnson
P.O. Box 333
Shawnee Mission, Kansas 66201

Dear Dick:

I was shocked to see the advertisement in the December 4, 1963 Coin Wholesaler of a struck copy of the bar cent. I absolutely boycott this material from a commercial point of view but would like very much to have you obtain one for me without paying for it. Would you undertake to do so?

I expect to have, in the February Numismatist, an article on nature printing and currency which will fascinate you.

I am also writing up, for Whitman's publication, a few more comments on the 1804 dollar and this will cite an article in the Coin Wholesaler. I imagine this will be the first use of the Coin Wholesaler as a source and, no doubt, you would want to publicize that when it comes out.

My kindest regards to Shirley and yourself, with the hope that things are going well for you.

Sincerely,

ERIC P. NEWMAN

EPN/atb

COIN wholesaler®

P. O. Box 333, SHAWNEE MISSION, KANSAS 66201

TELEPHONE: 913 722-1441

December 4, 1963

Dear Eric:

Maybe I shouldn't have run the struck copy ad. However, enclosed is the sample they submitted to me.

We are leaving tomorrow for Houston to start some coin publications for Space City Numismatics. If you don't know about this group it is 30 -- 35 doctors who started investing in coins, have done well, and are now trying to build a coin empire.

As directors of publications I will have to create several new coin periodicals that will have to be profitable.

The errors I made at Coin World by going there without a contract will not be repeated this time -- I have learned my lesson.

They have traded me stock in Space City Investments for my little corporation and will assume the subscriptions of Coin Wholesaler. I am happy about how this is working out, and excited about living in Houston, but just a little frightened at the responsibility they are throwing at me. It all came about very fast--these Texans move fast.

Keep the Bar Cent, I have no use for it. And best personal regards.

Cordially,

Dick

December 31, 1963

Mr. D.Wayne Johnson
Space City Numismatics
4901 Montrose Blvd.
Houston, Texas

Dear Dick:

Happy New Year.

I was just offered a Betts on Counterfeit Halfpence for $7.50 and wanted to know if you wanted it or if you wanted to exchange some book with me for it.

My best wishes on your new connection.

Sincerely yours,

ERIC P. NEWMAN

EPN/atb

SPACE CITY
NUMISMATIC PUBLICATIONS, INC.

917 OAKLEY HOUSTON, TEXAS 77006

DICK JOHNSON
Director of Publications

Jan. 17, 1964 *JA-6-4149*

Eric P. Newman
400 Washington Avenue
P. O. Box 14020
St. Louis, Mo.

Dear Eric,

Thank you for thinking of me in regards of Betts Counterfeit Halpence. I will pass on buying it at this time but appreciate you bringing it to my attention.

Enclosed is a Pilot copy of our new publication PACE, that we are all tremendously excited about.

Thank you for your best wishes in the new job.

Best personal regardes, I remain

Sincerely,

Dick Johnson,
Publisher, PACE!

DJ/db
Encl.

Data Sheet for Contributors

PACE, NUMISMATIC FINANCIAL NEWS WEEKLY, 917 Oakley, Houston, Texas 77006.

Published by Space City Numismatic Publications, Inc., Dick Johnson, Director of Publications. Telephone: 713 JA-6-4149.

TYPE OF PUBLICATION: Weekly newspaper covering the numismatic (coin) investment and financial field. Issued 52 times a year; $7.50 yearly, 30 cents a copy. Tabloid size. PACE is to the coin investor as Barron's is to the stock and bond investor.

AUDIENCE: (1) Coin investors who buy coins for profit; (2) Coin dealers who sell to investors; (3) Coin advisors and brokers who supply coins and information to investors; (4) Investment public interested in an unusual financial field.

TYPE OF ARTICLES PUBLISHED: News of the coin field of interest to coin investors; articles developing a current coin investment topic in depth.

SAMPLE SUBJECTS: Technique of coin investing...how new coins are distributed from U.S. Mints through the Federal Reserve system and down to the local banks...coin brokers: good or bad...supply and demand factors in coins...fads in collecting and how these affect investors...coin investment clubs...cycles in the coin market...pitfalls of buying over the counter...buying by mail...boom in foreign coins...proof sets, commemoratives, single coins, circulated rolls as investments...little known numismatic investments...sources to buy...relationship of stock market to coin market...effect of national news on coin prices...building your coin investment portfolio.

EDITORIAL SLANT: Our editorial aim is: "information the coin investor can use." Articles should be slanted to the coin investor to keep him well informed and provide him with the necessary information to make sound coin investment decisions.

STYLE OF WRITING: Articles developing a current coin investment topic in depth should treat the theme fully and speak with authority, based on facts and logically presented. News items should stress the coin investment angle early in the story and be written in a clear and concise manner.

LENGTH: Three (or more) major articles a week are needed of 1,250 to 2,500 word length. News articles may be of any length.

ILLUSTRATIONS: Charts and tables only are accepted for publication with articles. (Photographs accepted for advertising only.)

TABOOS: The promotion of unethical numismatic items such as: copper plated 1943 steel cents, chemicals that alter coins, currently manufactured replicas of rare coins, etc.

PAYMENT: Three cents per word. Charts and tables as required.

MEDALLIC ART COMPANY
325 EAST 45 ST. · NEW YORK 10017

April 13, 1967

Dear Eric:

A friend in St. Louis sent me a clipping on the story on you and your new book. I enjoyed reading it (after I could get my eyes off the two bare legged beauties on the reverse side).

I haven't seen a copy of your new book, yet; but I can tell from the notices it is your usual good scholarship.

Congratulations, and if you ever have a spare moment whenever in New York city I would like the pleasure to chat with you sometime.

Best personal regards.

Cordially,

Dick

TELEPHONE: (212) 679-1616

CABLE ADDRESS: MEDALLICOM

ERIC P. NEWMAN NUMISMATIC EDUCATION SOCIETY

6450 Cecil Avenue, St. Louis 5, Missouri

April 14, 1967

Mr. D. Wayne Johnson
Medallic Art Company
325 East 45th Street
New York, 10017

Dear Dick:

My heartiest congratulations on your new position. I am glad to see you back in numismatics, associated with fine people. I had hoped that you would be Editor of The Numismatist but that was before I knew that your present position was available.

We certainly haven't seen each other in a long time and we will have so much to talk about in the way of numismatic books. My library has grown, tremendously, due in part to your stimulus. You traded me out of some books I have never been able to replace and I hope you still have them.

I would like to give you a copy of EARLY PAPER MONEY OF AMERICA because you are an author; however, Whitman has sold their entire supply of the first run and I will have to wait until the next run is finished, which should be in about one month.

But your fertile ideas to work for Medallic Art Company and you will have a great future.

Cordially,

ERIC P. NEWMAN NUMISMATIC
EDUCATION SOCIETY

EPN/atb

MEDALLIC ART COMPANY
325 EAST 45TH STREET · NEW YORK

16 Lake Street, 5C
White Plains, N.Y. 10603

June 1, 1967

Dear Eric:

I read the article in the June Scrapbook on your talk before the Missouri Numismatic Society. You extol numismatic research in this speech.

Would you be so kind as to send me a copy of your speech when you are ready to release it?

For a little over a year I have been working on book size manuscript "How To Do Numismatic Research." It has now reached 600 pages and considerable more needs to be done with it. (Already, it has proved valuable here at Medallic Art.)

Your comments on numismatic research may merit quoting in this work. Can you accomodate me?

And do recall when you visit New York to save some time to chat. Best personal regards.

Sincerly,

Dick

TELEPHONE: OREGON 9-1616

CABLE ADDRESS: MEDALLICOM